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PROCEEDINGS

of

THE TRAVANCORE SRI MULAM ASSEMBLY.

(OFFICIAL REPORT.)

FIRST ASSEMBLY.

SIXTH SESSION.

Saturday, the 27th July 1935/11th Karkatakam 1110.

The Assembly met again in the Victoria Jubilee Town Hall at 11 of the clock, with the President in the Chair.

QUESTIONS AND ANSWERS.

Trade Agent at Bombay.

102 ❋ **MR. S. J. NAIR** (*Nedumangad*) : Will the Government be pleased to state :

(*a*) who the Trade Agent at Bombay is :

(*b*) what he was before :

(*c*) the nature of the work that the Trade Agent has been doing at Bombay ;

(*d*) when he was appointed ;

(*e*) his salary ;

(*f*) whether he has got any establishment there ;

(*g*) the expenditure that the Government have so far incurred towards maintaining and controlling the Trade Agent at Bombay ; and

(*h*) what work the Trade Agent has turned out towards the development of trade, commerce and industry in the State ?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*) : (*a*) Mr. Kanji Dwarakdas M. A., J. P.

(*b*) An influential business man and a member of the Bombay Municipal Corporation. He was also a member of the Bombay Legislative Council.

(*c*) Finding out the possibilities of marketing Travancore products.

(*d*) 27th March 1934.

(*e*) B. Rs. 350 per mensem.

(*f*) Yes.

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(*g*) Rs. 14,824 up to the end of Kumbham 1110.

(*h*) He has found markets for the Travancore products such as coir mats and mattings, cashewnuts, etc., through the co-operation of the prominent merchants and manufacturers of Travancore. He has also done substantial work towards the advertisement of Travancore products outside the State and also gave three broadcast talks from the Bombay Broadcasting Stations.

MR. S. J. NAIR (*Nedumangad*): With regard to the answer to part (*b*) of the question, may I know what kind of business the Trade Agent was running before he was appointed as Trade Agent?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*): He was running some cotton business.

MR. S. J. NAIR (*Nedumangad*): May I know whether, he was thriving in that business or not?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*): I did not enquire, Sir.

MR. S. J. NAIR (*Nedumangad*): May I know from the Government, whether it is a fact that he is a business man who has put in insolvency petition in Bombay?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*): I have no information.

MR. S. J. NAIR (*Nedumangad*): May I know from the member whether he keeps any office in Bombay as Trade Agent?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*): There is an office for the Trade Agent in Bombay.

MR. S. J. NAIR (*Nedumangad*): May I know whether there is any fixed time for him to attend the office daily?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*): Being a Trade Agent he will have to go about in the market for canvassing and also attend to business in the office. So he may be in his office during some part of the day when he is at head-quarters.

MR. S. J. NAIR (*Nedumangad*): May I know from the member whether Government are aware that he is seldom found in his office?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*): Government are not aware, Sir.

MR. S. J. NAIR (*Nedumangad*): May I know whether he is running any sales depot there?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*): Yes, Sir.

MR. S. J. NAIR (*Nedumangad*): May I know the salary of that officer?

MR. N. K. PADMANABHA ILLAI (*Director of Industries*): Rs. 350.

MR. S. J. NAIR (*Nedumangad*): May I know whether the sales depot is opened properly and conducted properly?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*): Yes, Sir.

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MR. S. J. NAIR (*Nedumangad*) : May I know the nature of the talks he has broadcast in Bombay in order to promote the trade in Travancore products ?

PRESIDENT : The honourable member must have read the report of the Broadcast talks. It appeared in the Radio Journal.

MR. S. J. NAIR (*Nedumangad*) : May I know from the Government the effect of these talks on the promotion of our industry outside ?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*) : He has stated something about the Travancore products and the general public must have known as a result of it what products we have for sale. The effect will be known only when we get orders for the supply of Travancore products. He must have booked some orders by this time.

MR. S. J. NAIR (*Nedumangad*) : May I know from the member at whose cost the Broadcast talks were conducted ?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*) : At Government cost.

MR. S. J. NAIR (*Nedumangad*) : What is the amount that has been spent for that purpose ?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*) : I claim notice, Sir. There is a provision in the budget for the sales depot for advertisement and he has met this expenditure from the advertisement charges.

PRESIDENT : That is to say you do not know the exact amount yet.

MR. N. K. PADMANABHA PILLAI (*Director of Industries*) : I do not know the exact amount at the moment, as the particular file is not before me, Sir.

MR. S. J. NAIR (*Nedumangad*) : May I know from the member whether an advertisement in the papers would not be better than these talks ?

PRESIDENT : It is a matter of opinion, Mr. Nair.

MR. K. KUNJUKRISHNA PILLAI (*Quilon I*) : With regard to the answer to part (e), may I know from the Government whether Rs. 350 is his present pay or whether it is his original pay ?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*) : It is his present pay Sir.

MR. K. KUNJUKRISHNA PILLAI (*Quilon I*) : May I know, Sir, what his original pay was ?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*) : Rs. 500.

MR. K. KUNJUKRISHNA PILLAI (*Quilon I*) : May I know Sir, whether it was on account of the satisfactory nature or the substantial achievements to his credit that Government reduced his pay from Rs. 500 to Rs. 350 ?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*) : It is on account of the contract entered into with him. The original arrangement was that his pay should be Rs. 500; but the commission on the

LIBRARY ARCHIVES Kerala Legislative Assembly

[Mr. N. K. Padmanabha Pillai.]

sales went to Government. Now Government decided to give a little inducement to him to sell more and they therefore reduced his pay but allow him a certain commission on the sales.

MR. K. KUNJUKRISHNA PILLAI (*Quilon I*): May I know what on an average he realises on account of commission and pay?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*): It is not yet known as this agreement was entered into only recently.

PRESIDENT: From what date would this pay of Rs. 350 come into effect?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*): From Meenam 1110.

MR. K. KUNJUKRISHNA PILLAI (*Quilon I*): What was the commission that he received in Meenam?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*): I have not got the information at present.

MR. K. KUNJUKRISHNA PILLAI (*Quilon I*): May I know, Sir, whether the Government will enquire about that?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*): Yes, Sir.

MR. K. KUNJUKRISHNA PILLAI (*Quilon I*): May I know from the Government the basis on which they have stated that the Trade Agent has done substantial work for the advertisement of Travancore articles?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*): Naturally the adverertisement has its own effect and the result will be known only in course of time.

MR. K. KUNJUKRISHNA PILLAI (*Quilon I*): May I know from the Government what led them to characterise the work done by the Trade Agent as substantial?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*): We are able to sell some of the Travancore products as the result of his advertisement.

MR. K. KUNJUKRISHNA PILLAI (*Quilon I*): May I know the total amount realised by the sale of articles, which can be attributed to this advertisement?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*): All the sales in Bombay are due to advertisement.

MR. E. V. KRISHNA PILLAI (*Pattanamtitta*): May I know, Sir, how the Trade Agent keeps himself informed about the output of Travancore products?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*): By his coming into contact with producers in Travancore.

MR. E. V. KRISHNA PILLAI (*Pattanamtitta*): Can the member give us any idea of how he looks like? There have been various sessions of the Assembly since he was appointed and can the member say whether he attended even a single session till now?

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MR. N. K. PADMANABHA PILLAI (*Director of Industries*): He has actually met the businessmen here. Government did not ask him to come and attend the Assembly.

MR. E. V. KRISHNA PILLAI (*Pattanamtitta*): How many times in a year does he come to Travancore?

MR. N. K. PADMANHHA PILLAI (*Director of Industries*): He came here twice last year

MR. E. V. KRISHNA PILLAI (*Pattanamtitta*): May I know from the member how long he stayed in Travancore and the nature of the tour work done by him, and whether he was in a position to meet the merchants here?

PRESIDENT: The next question deals with the tour of the Trade Agent and you can reserve your supplementary question till that question is taken up.

MR. A. S. DAMODARAN ASAN (*Mavelikara*): May I know whether the Government assured themselves that he was a successful businessman when they appointed him?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*): From the report available, Government thought he was a successful businessman.

MR. A. S. DAMODARAN ASAN (*Mavelikara*): From whose report?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*): He was employed by a firm; and from the report of that firm, Government thought that he was a successful businessman.

MR. A. S. DAMODARAN ASAN (*Mavelikara*): May I know why the Director stated that he was not sure whether the business which he was conducting has ended in success or failure?

MR. N. K. PADMANABHA PILLAI (*Director of Industri s*): As far as we know, he was employed by a firm in Bombay and we do not know how far he was successful in the business they were conducting.

MR. A. S. DAMODARAN ASAN (*Mavelikara*): May I know how the Government came to the conclusion that he was a successful businessman?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*): It was because he was employed by a firm and that firm is still continuing the business though he is not with them now.

MR. A. S. DAMODARAN ASAN (*Mavelikara*): May I know whether, before the Trade Agent was appointed, Government tried to ascertain the status and solvency of this businessman?

MR. N. K. PADMANBHA PILLAI (*Director of Industries*): About his status, Sir, Government did enquire; and about his solvency, of course, we did not hear anything to the contrary.

MR. A. S. DAMODARAN ASAN (*Mavelikara*): May I know whether the Government enquired about the solvency of this gentleman?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*): We did not make any special enquiries about it, Sir.

MR. A. S. DAMODARAN ASAN (*Mavelikara*): Will they enquire?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*): If there is any necessity, Government will consider.

LIBRARY ARCHIVES Kerala Legislative Assembly

MR. A. S. DAMODARAN ASAN (*Mavelikara*): In view of the question put and the inability of the member to answer it, I wish to know whether he will enquire into the matter?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*): Sir, we will have to find out from other sources before we ask him whether he is solvent or insolvent as Government did not consider that any such enquiry is necessary.

MR. A. S. DAMODARAN ASAN (*Mavelikara*): May I know what are the new markets that he has found for the Travancore products? That is with reference to the answer to part (*h*).

MR. N. K. PADMANABHA PILLAI (*Director of Industries*): He went to Calcutta, Poona and other places, and those are the new markets that he was able to find for the sale of Travancore products.

MR. A. S. DAMODARAN ASAN (*Mavelikara*): Are our goods sold there on account of the propaganda of this gentleman during his visits?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*): Some of the articles were sold after he visited those places.

MR. A. S. DAMODARAN ASAN (*Mavelikara*): May I know the value of the articles so sold after his visit and as a result of his propaganda?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*): We do not maintain such information separately. We have got the statement of total sales for the last year.

MR. PACODE A. NARAYANA PILLAI (*Vilavankod*): In which part of Bombay city is the depot located?

MR. N. K. PADMANAHA PIILLAI (*Director of Industries*). In the heart of the town.

MR. PACODE A. NARAYANA PILLAI (*Vilavankod*): May I know the name of the quarters?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*): Church Gate Street

MR. PACODE A. NARAYANA PILLAI (*Vilavankod*): May I know whether the Trade Agent at Bombay is a full-time servant of the Travancore Government?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*): Yes, Sir.

MR. PACODE A. NAARAYANA PLLAI (*Vilavankod*): May I know the main items of articles dealt with by the Trade Agent?

MR. N K. PADMANABHA PILLAI (*Director of Industries*): Most of the articles produced in Travancore such as coir yarn, mats and mattings cocoanut, ginger and pepper. He has sold some of these articles and he is trying to find markets for others.

MR. PACODE A. NARAYANA PILLAI (*Vilavankod*): May I know whether the sales and purchases are made on Government account?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*): No, Sir.

MR. PACODE A. NARAYANA PILLAI (*Vilavankod*): May I know whether the sales depot at Bombay is linked on to the sales depot at Trivandrum?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*): No, Sir.

LIBRARY ARCHIVES Kerala Legislative Assembly

MR. K. PADMANABHAN (*Chirayinkil I*): May I know whether the sale in the markets found out by the Agent is found to be more profitable than the sale in other markets?

MR. N. K. PADMANABHA PILLAI (*Director of Indstries*): We have not made a comparative study of that, Sir.

MR. K. PADMANABHAN (*Chirayinkil I*): May I know the name of the markets where Travancore goods were being sold prior to the advent of the Trade Agent?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*): There might have been several markets.

MR. M. SIVATANU PILLAI (*Tovala*): May I know whether the Trade Agent has been entrusted with any sum of money belonging to Travancore or only products belonging to Travancore?

MR. N. K. PADMANABHA PILLAI (*Director of Indstries*): He is entrusted with some products.

MR. M. SIVATANU PILLAI (*Tovala*): Will the member be in a position to tell the House whether insolvents are eligible to stand as candidates for the Bombay Legislative Council? The answer says "he was also a member of the Bombay Legislative Council".

MR. N. K. PADMANABHA PILLAI (*Director of Industries*): That proves that he is not an insolvent.

MR. K. R. ELENKATH (*Kalkulam I*): May I know if he has deposited any securities?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*): No, Sir.

MR. K. R. ELENKATH (*Kalkulam I*): May I know the probable value of the stock entrusted to him?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*): I have not got the stock list here. It may amount to a few thousands.

MR. K. MAHOMED (*Alwaye*): May I know whether any complaint had been made against him by any Travancore merchant?

MR. N. K PADMANABHA PILLAI (*Director of Indstries*): There was a complaint from an Alwaye merchant that the Trade Agent did not answer a letter adressed to him by that merchant. I made enquires and came to know that the Trade Agent did not get the letter.

MR. K. MAHOMED (*Alwaye*): May I know the action taken by the Government with regard to the indifference of the Trade Agent in not replying to the enquiry?

PRESIDENT: The answer is that the enquiry was made and it was found that the letter of the Alwaye merchant was not received. What can the Government do then?

MR. M. K. JANARDANA KAMMATH (*Commerce and Industry, North*): May I know whether the Agent is allowed to keep goods to an unlimited value?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*): No special restrictions for stocking goods in the Bombay Depot.

LIBRARY ARCHIVES Kerala Legislative Assembly

MR. M. K JANARDANA KAMMATH (*Commerce and Industry, North*) Does anybody inspect the Depot?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*). No, Sir.

MR. M. K. JANARDANA KAMATH (*Commerce and Industry, North*): May I know whether the Director used to inspect the sale Depot at Bombay?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*): The Director did not go to Bombay for the inspection of the Depot. On his way to and from Simla, the Director did visit and inspect the Depot.

MR. T. K. ALEXANDER (*Kunnatnad I*): May I know whether the Trade Agent as able to secure concession rates for goods taken by Railway from Travancore?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*): Not yet, Sir.

MR. T. K. ALEXANDER (*Kunnatnad I*): May I know whether the member is aware that the Manager of the Indian Relief Bank has obtained freight concessions from the Railway Company?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*): Government have no information.

MR. P. K. NARAYANA PILLAI (*Ambalapuzha I*): Is the member in a position to give a fair idea of the extent of the trade conducted by the Trade Agent?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*): A report has been received from the Trade Agent in which he states that he was able to sell cocoanuts to the extent of Rs. 800 and several other products were also sold to about Rs. 13,000.

PRESIDENT: The answer is given elsewhere.

MR. P. K. NARAYANA PILLAI (*Ambalapuzha I*): Does he send periodical reports to the Director of Industries?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*): We used to get reports from him occasionally. But recently I have asked him to send monthly reports regularly.

MR. P. K. NARAYANA PILLAI (*Ambalapuzha I*): When was he asked to send such systematical reports?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*): Just about a month ago, *i. e.*, after the recent contract.

MR. N. E. VARUGHESE (*Tiruvalla I*): തിരുവിതാംകൂറിലുള്ള മരച്ചീനി ബാംബെയിൽ കച്ചവടം ചെയ്യുന്നതിനു കൂടുതൽ സൌകര്യമുണ്ടോ എന്നുള്ള സംഗതിയറിയാമോ?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*): ബാംബെയിലും മരച്ചീനി ധാരാളമുണ്ട്.

MR. N. E. VARUGHESE (*Tiruvalla I*): കച്ചവടത്തിനുള്ള സൌകര്യമുണ്ടോ എന്ന് അന്വേഷിച്ചിട്ടുണ്ടോ?

LIBRARY ARCHIVES Kerala Legislative Assembly

MR. N. K. PADMANABHA PILLAI (*Director of Industries*) : ബാംബെയിലും മദ്രപ്പീനി ഉള്ളതുകൊണ്ടു തിരുവിതാംകൂറിൽനിന്നും അതിനുള്ള ഫ്ളോറും കൊടുത്തുകൊണ്ടുപോയാൽ അവിടെ ലാഭത്തിൽ വില്ക്കാൻ സാധിക്കുകയില്ല.

MR. POTTAYIL S. KRISHNA PANICKAR (*Shertala II*) : May I know whether the Trade Agent is even now in charge of the Bombay Agency ?

PRESIDENT : If you have read the answer, you would not have put that question.

MR. POTTAYIL S. KRISHNA PANICKAR (*Shertala II*) : Were the accounts ever audited ?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*) : About three months after his appointment we sent an auditor to put the accounts in proper order as required by the Account Officer.

MR. POTTAYIL S. KRISHNA PANICKAR (*Shertala II*) : When was the last audit conducted ?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*) : Some time last year.

MR. POTTAYIL S. KRISHNA PANICKAR (*Shertala II*) : The approximate date ?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*) : About 8 months ago.

MR. POTTAYIL S. KRISHNA PANICKAR (*Shertala II*) : Has any provision been made for the periodical auditing of the depot ?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*) : No provision has been made. Because, if we start auditing periodically by deputed auditors from here, it will involve lot of expenditure.

PRESIDENT : When the business grows, auditing will become necessary. Now it is not necessary.

MR. POTTAYIL S. KRISHNA PANICKAR (*Shertalla II*) : Can the member just give an idia of how it is audited ?

MR. N. K. PADMANABHA PILLAI (*Director of Industries*) : The audit report contains the amount of articles the Trade Agent has in his stock, and the amount sold. The auditor was sent from here to give him instruction about the manner in which he must maintain accounts.

PRESIDENT : Next question, please. We have not left the Trade Agent yet. So reserve your energies for the next question.

Tour of the Trade Agent at Bombay.

103 ✻MR. S. J. NAIR (*Nedumangad*) : Will the Government be pleased to state :

(*a*) whether the Trade Agent appointed at Bombay had an all-round tour in Travancore some time back ;

LIBRARY ARCHIVES Kerala Legislative Assembly